



## NEVADA INDUSTRY EXCELLENCE (NVIE)

Nevada Industry Excellence (NVIE) helps Nevada's industrial companies achieve their goals of enhanced productivity, increased profitability and improved global competitiveness. We provide services and access to resources that enhance growth, improve processes, and increase profitability. Industry Experts: NVIE is a non-profit organization connected through a national network of manufacturers.

Our field staff have an average of 28 years in industry leadership positions. Our extended staff of third party experts helps us bring timely and focused services to companies based on their specific needs and goals. Affordable & Friendly: NVIE brings business and technical consulting to Nevada's industrial sector. Our services are partially subsidized by federal and state funds, making them affordable to clients. We work in a friendly and approachable manner to help save you time and money. Customized Solutions: We understand that each company has a unique set of challenges and obstacles to overcome. That's why we work with clients one-on-one to create a customized action plan to address your goals.

## ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2017



**\$118.6 Million**

Total Increased/Retained Sales



**497**

Total Increased/Retained Jobs



**\$16.2 Million**

New Client Investments



**\$7 Million**

Cost Savings

## CONTACT US



UNR Mail Stop 406  
Reno, NV 89557-0406



(775)784-1935



[www.nevadaie.com](http://www.nevadaie.com)



NEVADA  
Industry Excellence

The MEP National Network™ is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing.

## EXPORTECH TIMES FOUR AND COUNTING

**ABOUT SABLE SYSTEMS INTERNATIONAL.** Sable Systems International designs and manufactures leading-edge gas, metabolic, and behavioral measurement systems for calorimetry, respirometry, metabolic/behavioral phenotyping, and gas analysis. Based in North Las Vegas, Nevada, Sable was founded by scientists and retains strong links to the research community. The company's 55-person team of scientists, application engineers, and customer support representatives are dedicated to understanding the nature of research needs in physiological, biomedical, environmental, process control and gas analysis applications. Sable's products enable the highest precision and resolution, optimum workflow and reliable performance, and scientists the world over rely on Sable technology.

**THE CHALLENGE.** Sable Systems International needed an effective training tool for employees at all levels to understand the rules and complexity of international sales. The company decided to participate in ExportTech, a program hosted by Nevada Industry Excellence (NVIE), part of the MEP National Network. Six years and four ExportTech sessions later, Sable has found enormous success in developing products for new markets.

**MEP CENTER'S ROLE.** ExportTech provides Sable Systems International with a format to sell into a new market each year. Export experts train new employees in the complexities of paperwork, and an experienced export coach provides additional support. Understanding the customer is vital for technical sales, and ExportTech offers market research that is up-to-the-minute accurate.

Sable increased sales by at least 10 percent each year, growing from 25 to 55 employees in the process. Within six years of exercising the tools and knowledge gained through ExportTech, the company increased sales from \$2.5 million to over \$7 million. Sable plans to continue its longstanding engagement with NVIE.

"[NVIE is] an amazing resource. Pure Gold."

-Robbin Turner, President



## RESULTS



Increased sales by **\$4.5** million in 6 years



Added **30** jobs



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